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Adobe Target Classroom in a Book

Brian Hawkins, Lily Chiu-Watson

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Marketers engaged in managing a modern website must quickly determine and deliver the most relevant, personalized experiences at each touchpoint across their digital properties for an often diverse visitor population. The Adobe Target solution (one component of the Adobe Digital Marketing Cloud) provides an optimization solution with intuitive but sophisticated capabilities that leads marketers through the essential steps of optimizing and personalizing their content, clearly showing them which content increases conversion lift and revenue.

In Adobe Target Classroom in a Book, seasoned Target veterans Brian Hawkins and Lily Chiu-Watson introduce new users to the basic concepts of website optimization, including A/B testing, audience targeting, segmentation, and recommendation. Brian goes on to provide a thorough introduction to the Adobe Target solution, with lessons on setting up customer offers, testing campaigns, custom segmentation, multivariate test, and reporting. It includes best practices as well as countless tips and techniques to help you become more productive with the software. You can follow the book from start to finish or choose only those lessons that interest you.

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